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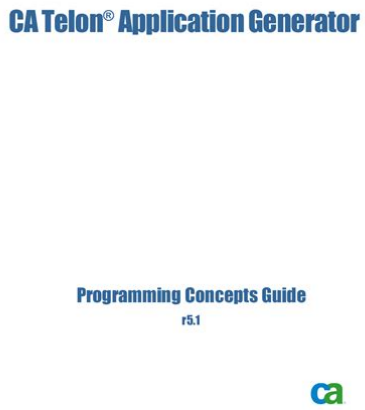

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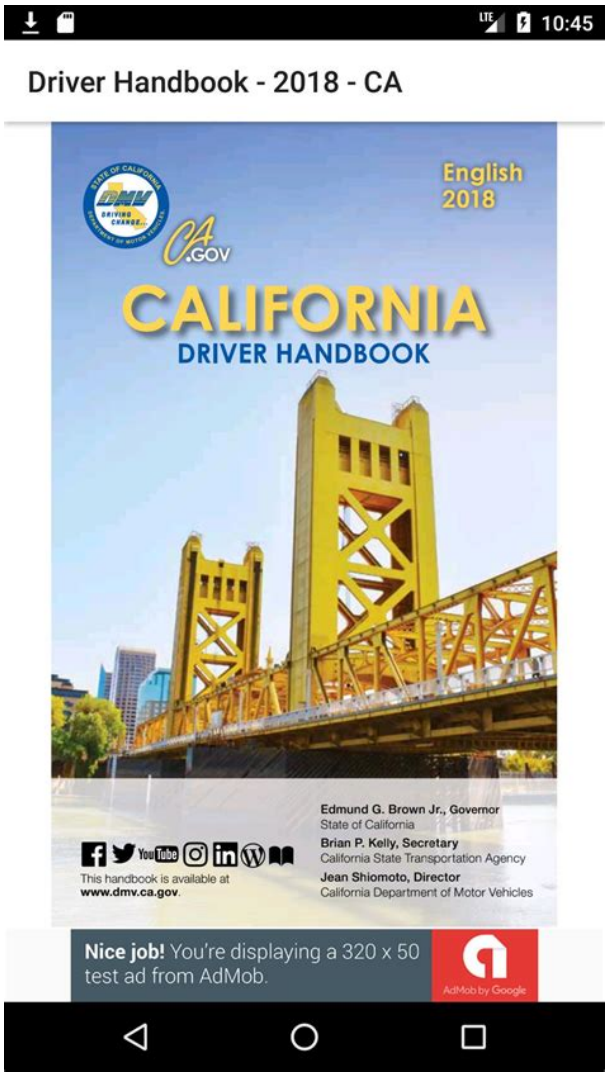

Courtesy Don Christensen Developers create screen designs in the TELON Design Facility TDF and define attributes for the screen. The design can then be run through a prototyper to test screen flow. Next, macros generate the code using the information created by the TDF. Lastly, the TELON Test Facility is used, in conjunction with code debuggers, to search for and fix bugs before the application is moved into production.During their tenure, Liberty Mutual installed an IBM 3790 minicomputer along with a claims processing system CAPS created by Insurance Systems of America. Christensen worked with McNeil on a project that customized the package for use at Liberty Mutual. This customization, which involved IBMs cumbersome Macro language, required an engineer to create multiple forms for each IBM 3270 screen and then to convert the screens for executing on the 3790. This was the first step leading to the development of TELON.McNeil designed the template COBOL programs and Christensen coded the macros to generate the actual COBOL programs. They created a system that could generate COBOL code from screen layouts created by users. The COBOL ran in IBMs TSO interactive environment and it allowed the users and engineers to test screen flow. When a user wanted a change, the layout was altered using a design tool and new COBOL was generated. This turned out to be a very successful way to prototype the new system. Liberty Mutual put out a bid to create the new system which the Digital Equipment Corporation won in 1979. Christensen then left IBM to work as a private consultant for Liberty

Mutual. When Liberty Mutual moved their offices to New Hampshire in that year, McNeil left the company to study classical guitar on Cape Cod.He then tried to persuade Liberty Mutual management to use the expanded system to generate a new application that Liberty Mutual was working on. The conservative management balked at using an untried system for missioncritical applications and declined.http://acwf-hrtc.com/userfiles/deuteros-manual.xml

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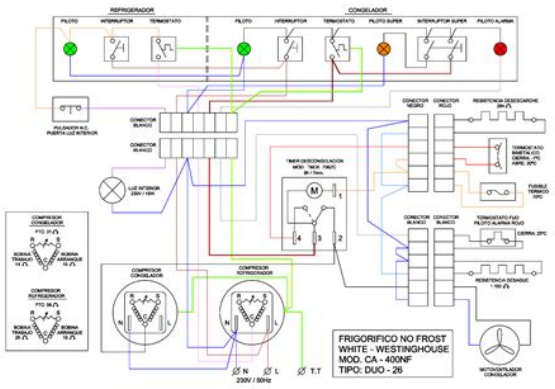
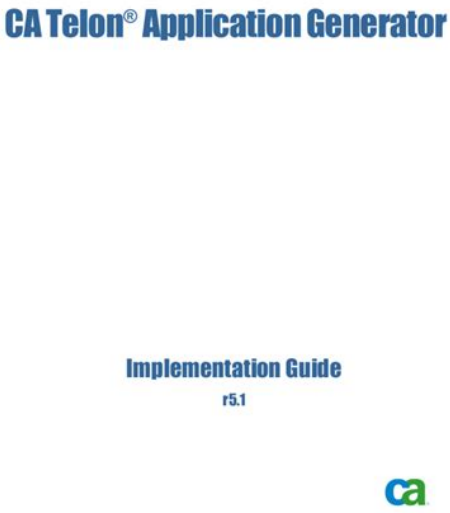


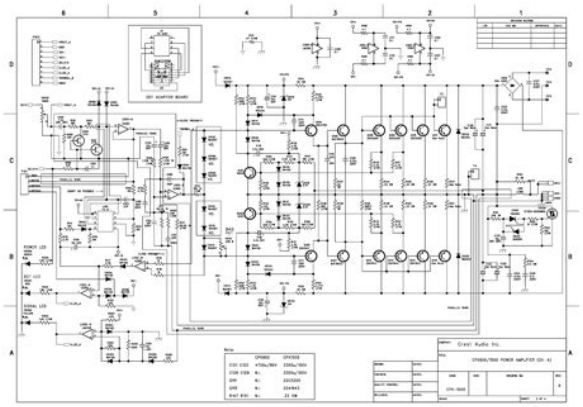
In 1981, Christensen started to look outside of Liberty Mutual for potential customers for ADS.Stymfal immediately saw the advantages of ADS and was unafraid to try new products.Christensen has stated that TELON might never have been successful without Stymfals influence and his confidence in recommending an untried product.Since ADS had been written on Liberty Mutuals mainframe, Christensen left with the understanding that if Liberty ever decided to use TELON it could acquire the software free of charge. Christensen Systems Inc.His responsibilities included supporting NELI and to continuing work on TELON.They were able to use the software for free but later signed a support agreement. In a fitting tribute, both the original Liberty Mutual CAPS system and second claims processing applications that McNeil and Christensen worked on while employed at Liberty Mutual were rewritten using TELON.Stymfals role was as Director of Development and he, together with McNeil, made most of the technological decisions regarding TELON until their departure in 1987. By this point, Christensen had moved into more of a sales and marketing position. An office was opened in Quincy, Massachusetts, and developer Gig Kirk was hired in September. In October Bob Giel, an acquaintance of Stymfal, was hired as Director of Finance to handle business and sales planning.Casual research was done to come up with a name. Finally TELON was chosen as a contraction of Telos and Eon forever. McNeil created a draft of the TELON logo, using eight concentric circles to represent an octave and the multiple steps of evolutionary development. A local graphic designer was then hired to draw it professionally.Christensen did not create a large enough sales pipeline to keep up the growth, creating a lull in sales. This would later contribute to the decision to sell CSI to Pansophic Systems.The TELON Design Facility TDF was a series of TSO applications that took users through the creation of their screens.http://dghuji.com/deutsch-na-klar-6th-edition-lab-manual.xml



It had been decided from the beginning that the TDF would be written with TELON itself. Christensen would later remark that this helped guarantee that TELON would be a robust system because developers would be forced to use it. It also gave CSI ideas for ways to improve productivity.These contacts gave CSI a chance to give a demo at the companies which usually ended in a sale. Companies outside of Stymfals circle were reluctant to look at TELON perhaps because it was much less expensive than its main competitors at the time, Informatics Mark V and IBMs application generator, and was, therefore, not taken seriously. The price of the CICS offering was also increased. Two years later, after it was acquired by Pansophic, TELON would see another price increase for much the same reasons. A year later CSI bought out its commitment by securing a loan from State Street Bank and Trust Company.In the early years, when TELON was cheaper, it would take only one project for a customer to break even. Even after the price increases, companies could recoup their costs quickly. This made the decision to purchase TELON less risky for those companies that were given a trial since they would not have to scrap their application.Mark V was an addon to Informatics successful report generator Mark IV but it was unwieldy and didnt address as much of the development lifecycle as TELON. IBMs solution required a runtime component for the generated applications to execute, putting the customer in a longterm bind with IBM. Both products were much more expensive than TELON and headtohead trials proved TELON to be more productive.Developers could easily understand the design of any TELON application once he or she was familiar with the TELON methodology.By this time new competitors to TELON had emerged, in particular, a system from Sage Software, and Giel was becoming concerned that CSIs sales force was not sufficient to stay ahead of the competition.

One of the venture capitalists who had been contacted suggested that TELON would be a good fit with Pansophic Systems because they had a strong and effective sales force. In March 1984, they began discussions with CSI to purchase the company. Christensen came away believing that Pansophic knew the market and customers for TELON. The quartet of Christensen, McNeil, Stymfal, and Giel decided to accept the offer and the deal became realized in November 1984.TELON gained the advantages of a large and experienced sales force, run by Pansophics Al Syler, who had previously sold Informatics Mark IV. In return, Pansophic gained a strong product with sales that would continue to climb for many years. A few years after the deal, Christensen was told by an

industry observer that no software merger had ever gone as smoothly or productively.This gave TELON the credibility to compete headtohead with their competitors and made them the choice of companies about half the time.The product was launched in 1987 and became an immediate success.Among other things, it added support for IBMs DB2 database system. 2.0 was plagued by delays, revolving management, and was released in 1987 with many bugs. As a result, TELON lost some of its market share and almost lost its lead in the industry. It took a few years before TELON was again considered a solid product.With its large installed customer base, this made Pansophic an attractive target for Computer Associates International, Inc., which purchased the company in September 1991.This began a long, profitable time for CA as it maintained and updated TELON for its customers. In October 2006, CA announced the release of CATelon 5.0.By using this site, you agree to the Terms of Use and Privacy Policy.



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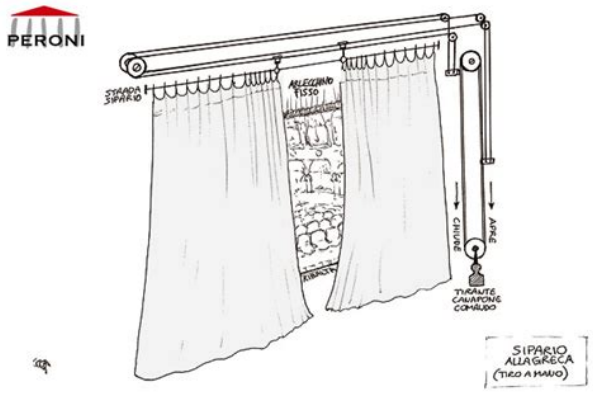

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